

## Message Text

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67

ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W  
----- 116439

R 031419Z AUG 76  
FM AMEMBASSY SOFIA  
TO SECSTATE WASHDC 1541  
USDOC WASHDC

C O N F I D E N T I A L SOFIA 1619

USDOC FOR EXPORT CONTROL

E.O. 11652: GDS  
TAGS: BEXP, BU  
SUBJECT: SALE OF COMPUTER SYSTEM TO BULGARIAN STATE PLANNING  
COMMITTEE

REF: A. SOFIA 1502  
B. STATE 185249

1. AMBASSADOR RAISED APPARENT ANOMALY OF SIGNED CONTRACTS WITH TWO AMERICAN FIRMS, IBM AND BURROUGHS, FOR SUPPLY OF ONE COMPUTER TO BULGARIAN STATE PLANNING COMMITTEE IN MEETING WITH COUNCIL OF MINISTERS DEPUTY CHAIRMAN ANDREY LUKANOV AUGUST 2.
  2. LUKANOV CONFIRMED THAT TWO CONTRACTS HAD IN FACT BEEN SIGNED, DESCRIBING THEM AS "FREE CONTRACTS, CONTRACTS WITHOUT CONFIRMATION PENDING SPECIFIC DATES-OF-DELIVERY AND PRICES." HE SAID THAT FUNCTIONALLY GOB PREFERRED BURRROUGHS SYSTEM WHICH HE DESCRIBED AS "MORE FLEXIBLE AND STABLE IN CAPACITY." GOB WAS ALSO ATTRACTED BY BURROUGHS EXPERIENCE IN ECONOMIC CYBERNETICS. HE SAID GOB'S NEED WAS URGENT SINCE REORGANIZATION OF STATE PLANNING COMMITTEE REQUIRED SYSTEM AND ASKED EMBASSY TO TRY TO EXPEDITE APPROVAL OF SALE. HE ADDED THAT GOB WAS ALSO CONSIDERING PROPOSALS FROM FRENCH AND GERMAN FIRMS. (EMBASSY HAS BEEN TOLD JAPANESE FIRM IS ALSO IN RUNNING.)
  3. EMBASSY APPRECIATES REF B EXPLAINING STATUS OF IBM APPLICATION. WHILE EMBASSY DOES NOT WISH TO URGE RUSH DECISION SIMPLY TO
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ASSURE SALE, DELAY COULD RESULT IN LOSS OF SALE BY BOTH IBM AND

BURROUGHS, MAKING THE QUESTION OF PRECEDENT SET BY IBM SYSTEM MOOT. WE NOTE THAT BURROUGHS SYSTEM IS OF LESSER CAPACITY AND MAY THUS INVOLVE LESS CLEARANCE PROBLEM.

4. ACTION REQUESTED: PLEASE INFORM EMBASSY OF RESULT OF DISCUSSIONS AT JULY 23 INTERAGENCY MEETING AND OTHER DEVELOPMENTS IN THIS CASE. EMBASSY WOULD ALSO APPRECIATE KNOWING WHEN BURROUGHS FORMALLY FILES LICENSE APPLICATION FOR SPC SYSTEM.  
HERZ

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Draft Date:** 03 AUG 1976  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976SOFIA01619  
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**Film Number:** D760299-0304  
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**TAGS:** BEXP, BU  
**To:** STATE COM  
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